

"Your Gateway to the World"

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MARYLAND GLOBAL EXPRESS

The Newsletter of the
Baltimore US Export Assistance Center

<http://www.buyusa.gov/baltimore>



May 2008 NEWSLETTER

Edited by Jansen Weaver

GLOBAL SECURITY: CHALLENGES AND OPPORTUNITIES

University of Maryland, June 16, 2008

American corporations, active in over 70 countries which are rated as "medium" to "extreme" risk, with tens of billions of dollars invested overseas. Conversely, within the United States, a majority of the infrastructure, including the cyber infrastructure, is owned by private individuals and organizations, all of which is susceptible to security threats. In the post-9/11 digital world, global security is being increasingly recognized as a competitiveness issue by both business and government.

The **2008 Global Security Conference** will bring together thought leaders, policymakers, scholars, corporate and government executives, and venture capitalists for an examination of security issues and approaches at both corporate and national levels:

- Global security, enterprise resilience, and international competitiveness
- Opportunities arising from Congressional appropriations for homeland security
- Breaking through the barriers to government procurement and VC funding
- Organizational defenses against data security and cyber security threats
- Global security and technological innovation
- Organizational responses to security challenges arising from catastrophic and disruptive events – natural, accidental, or deliberate
- Images of America abroad – and implications for corporate America

DHS Under Secretary Jay Cohen is the opening keynote speaker on June 16, and the conference features a number of other top level scholars and professionals from the homeland/global/cyber security domains.

To register and for more information, please visit:
<http://www.rhsmith.umd.edu/ciber/globalsecurity2008/>

EXPORT CONTROLS SEMINAR:

Four Points Sheraton BWI Airport Baltimore, MD
June 18, 2008

Do you know that certain export transactions involving national security, foreign policy, short-supply, nuclear non-proliferation, missile technology, chemical and biological weapons, regional stability, crime control, or terrorist concerns require legal permission called an export license prior to shipment.

Below are some important facts with regard to export compliance:

- You are responsible for the ultimate end-use of your product. Export Enforcement conducts on-going reviews of AES records (including past shipments). With the new mandatory on-line AES documents it is easier than ever to detect illegal shipments. Unauthorized exports can lead to severe fines, penalties, loss of export privileges and possible criminal charges? We urge you to view some of the recent violations at the BIS website <http://efoia.bis.doc.gov/ExportControlViolations/TOCEXportViolations.htm>
- Your product may not be controlled but your end-user may be on the denied parties list?
- If you or your manufactured product are outside the US and wish to export or re-export an item that is of US origin or that has a US connection, your product may require a license as outlined under EAR.
- Do you know the latest guidelines when exporting or re-exporting on countries such as Afghanistan, Angola, Cuba, Iran, Libya, North Korea, Rwanda, Sudan, Syria and Yugoslavia?

Understanding the complex maze of federal regulations controlling export licenses can require hours of analysis. For help wading through the rules and requirements, join the U.S. Commercial Service and Dillworth Paxson LLC for a seminar on export controls. This seminar will provide an overview of the important elements of the International Traffic in Arms Regulations (ITAR) and will improve the participants' abilities to identify the export control concerns for ITAR and EAR controlled goods at an early stage in the procurement process. Familiarization with ITAR exemptions

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and early identification of issues that may be involved in doing business with foreign suppliers is critical to a company's success and could help a company avoid a possible ITAR violation.

Program Overview and Registration

Speaker: Margaret Gatti, Esquire, Dilworth Paxson LLC

Topics covered include:

- When is an export license necessary and when is it not?
- How do you obtain an export license?
- What policies are followed in considering license applications?
- How do you know when the policies change?
- What are the latest restrictions on exports to certain countries and certain types of goods and services?
- Where are restrictive trade practices and boycotts prohibited?
- If necessary, where can you obtain further help?

Contact:

Bill Burwell, Baltimore USEAC Director

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Email: bill.burwell@mail.doc.gov

BALTIMORE EXPORT ASSISTANCE CENTER 4TH OPEN HOUSE: AUGUST 20TH, 2008



Baltimore U.S. Export Assistance Center will host its 4th Annual Open House on Wednesday, August 20, 2008 from 4-6 PM. The Open House will be held at our office at 300 West Pratt Street, Suite 300 and followed by a baseball game featuring the Orioles against the Boston Red Sox at Camden Yards.

The Open House is an opportunity to learn about the Center's activities this year and to recognize local businesses with awards for their export achievements. Invited guests include our supporters in the Maryland business community active in U.S. Commercial Service events.

Baseball tickets can be purchased for \$35 and should be done so by August 8th, 2008. To register and purchase tickets, please email Bill.Burwell@mail.doc.gov.

BUSINESS SERVICE PROVIDER (BSP) SPOTLIGHT BUSINESS

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>

Please note the BSP listings are not endorsed by U.S. DOC, but are simply a service to help in the exporting processes.



This month's businesses in the spotlight are **Park International** and **SEKO Worldwide Logistics**.

Park International is a professional, full-service Letter of Credit document preparation company serving exporters and freight forwarders of all sizes across the country since 1988. Letters of Credit are our only business and we're experts at them. Park International works with you to help you not only receive your money faster, but to increase your profit margins through lower banking fees, increase the efficiency of your staff, and in general, relieve the stress of international sales.

Our service includes:

- Pre-review of your Letter of Credit and advice on any potential issues that helps you avoid problems before you ship thereby facilitating Faster Collections.
- Expert preparation of all documents, including any certificates required, providing you Peace of Mind in knowing that everything is being handled.
- Presentation of all freely-negotiable credits through our Expanded Service Bank Lowering your Banking Fees and Expediting Payment.
- Consulting, follow-up and support as needed on any issues that may arise.

Stop Struggling with Letters of Credit -- Call Park International today!

To find out more about **Park International**, please visit the Maryland Business Service Provider Directory: http://www.buyusa.gov/baltimore/bspdirectory.html?bsp_cat=78000000&bsp_id=9

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SEKO is a first-class provider of global supply chain solutions. SEKO provides ground, home delivery, air, ocean, customs brokerage, warehousing and distribution services with 48 offices in the United States and locations in more than 40 countries. SEKO also has experience in the aerospace, medical, pharmaceutical, retail, fashion and tradeshow verticals. In addition, since its technological overhaul in 2002, SEKO has continued to lead the industry with innovative and customizable IT solutions. In fact, SEKO is becoming more of an IT company that provides logistics services. SEKO has spent millions of dollars developing systems, software, and web tools to help their clients better manage their supply chain.

To find out more about **SEKO Worldwide Logistics**, please visit the Maryland Business Service Provider Directory: http://www.buyusa.gov/baltimore/bspdirectory.html?bsp_cat=78000000&bsp_id=9

NEW MARKET RESEARCH: A short sampling follows - for more info on these & other free reports go to <http://www.export.gov/mrktresearch/index.asp> directly.

Brazil - Growth of the PC market in 2007
Bulgaria - Aviation Market Overview 2008
Czech Republic - Aerospace Market Overview
Egypt - Update on the Smart Village
Finland - ICT Market Overview
Finland - Defense Market Overview
Georgia - Security and Safety Equipment Sector
Italy - Implementation of Port of Catania Security Plan
Japan - Telecommunications Market
Lebanon - The ICT industry relies on exports
Mexico - GE Infrastructure Queretaro plant expansion
Norway - Audio/Visual Equipment
Philippines - Telecom and Broadcast Industry Overview
Romania - IT Overview Sector
Singapore - Standards and Conformity Assessment
Ukraine - Safety and Security Equipment Market
Uzbekistan - Telecommunications Report
Venezuela - Reorganization of Venezuelan Civil Aviation Authority

INTERNATIONAL EVENTS: for more info on these and other upcoming programs, go to <http://www.buyusa.gov/siliconvalley/intl.html>

Germany - SMT/HYBRID/PACKAGING 2008 (Systems Integration in Microelectronics) June 03 -05, 2008
Germany - GPEC, General Police Equipment Exhibition & Conference June 3-5, 2008
Kenya - TELECOMS EAST AFRICA 2008 June 11, 2008
United States - NXTcomm 2008 June 16 -19, 2008
Vietnam - Assistant Secretarial Trade Mission June 16 – 20, 2008
Indonesia - CommunicAsia 2008 June 17 – 20, 2008
United States - Infocomm 2008 June 18 – 20, 2008
Brazil - ISC Brazil 2008 June 18–20, 2008
UK - Farnborough International Airshow 2008 July 14-20
Philippines - CommWorld 2008 August 13 – 16, 2008
Brazil - Broadcast & Cable 2008 August 20 – 22, 2008
Singapore - GlobalTRONICS 2008 September 09 – 12, 2008
Mexico - BajaMak 2008 September 22 – 22, 2008
France - APPLE EXPO 2008 September 23 – 27, 2008
Italy - VON Italy and Broadband Business Forum 2008 September 24 – 25, 2008
France - Forum de l'Electronique Sept. 30 – Oct. 03, 2008
Ottawa, Canada - Secure Canada Sept 30-Oct 1, 2008
Germany - Systems 2008 October 21 – 24, 2008
Japan - Japan Aerospace 2008 October 01 -05, 2008
Switzerland - WORLDIDAC Basel 2008 Oct. 29 – 31, 2008
United States - IAAPA 2008 November 18 – 21, 2008
Milan - Sicurezza 2008 November 25 – 28, 2008
China - 2008 Int'l Printed Circuit & Electronics Assembly Fair December 05 – 07,

US Based Events with Buyer Delegations in Attendance
InfoComm 2008 June 18 – 20, 2008

2008 CHINA WEBINARS



Nutritional Supplement Market in China: Webinar, June, 2008
E-mail: kellie.holloway@mail.doc.gov

Strategies to Recruit Students from China, October 2008

China IPR Webinar Series, on-going
http://www.stopfakes.gov/events/china_webinar_series.asp

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Selected U.S. Commercial Service 2008 Trade Events

For information on these trade events and seminars, and for more on other international events, visit our trade event directory: www.export.gov/eac/trade_events.asp.

Aerospace

Contact: Stephen Anderson

EUROSATORY

Land and Land/Air Defense Exhibition

Paris-Nord, Villepinte, France

June 16-20, 2008

EUROSATORY has established itself as the premier land and land-air defense trade show serving the global defense market. It features 1100 exhibitors from 50 countries and welcomes 50,000 military and business visitors from 170 countries. It is attended by high ranking visitors including defense ministers, chiefs of staff, senior army commanding generals, top government decision makers, ministers of defense and corporate officials. It is not open to the public. This show is certified by the U.S. Department of Commerce and supported by the U.S. Department of Defense. The Association of the US Army (AUSA) organizes a U.S. Pavilion at this event. For information on exhibiting in the U.S. Pavilion, please contact: William A. Warnes, MIC of Sales, USA Pavilion, tel: (703)-527-8000; e-mail: bill@micexpos.com

EURONAVAL

Naval Defense and Maritime Exhibition

Paris-Le Bourget, France

October 27-31, 2008

Euronaval is the leading international trade fair for naval defense. Since 2002, it has expanded its scope to the maritime sector and industrial activities associated with State actions at sea. The last edition of Euronaval, in October 2006, featured 345 exhibitors from 27 countries, 31,100 professional visitors, and 85 official delegations. Euronaval remains the meeting-place for decision makers in the defense world and is a must in exhibitions devoted to naval defense. Equipment and materials featured at the show include:

Territorial Defense: Force Projection, Peacekeeping, through lifeLogistic support, Training

Maritime Safety State Actions At Sea: Maintaining public order, Combating illicit trading, Fisheries enforcement, Life saving at sea, Surveillance of shipping lanes, Pollution prevention and control, Hydrography, oceanography

Satellite Navigation: Navigation applications, Transmissions, Position fixing, Tracking identification, Surveillance, Early warning

Kallman Worldwide International (KWI) is organizing the USA National Pavilion at this event. For more information, please contact: Ellen Demarest, tel: (201) 251-2600; e-mail: ellend@kallman.com.

Farnborough Air Show

Farnborough, United Kingdom

July 14-20, 2008

The Farnborough International Airshow is organized by Farnborough International Ltd (FIL), a subsidiary company of the UK's aerospace trade association, the Society of British Aerospace Companies (SBAC). FIL is focused on delivering an innovative and cost-effective exhibition, maintaining the standing of the show as a world-class event in a competitive global industry. Farnborough International Limited has its permanent headquarters at Farnborough Aerodrome.

Environment

Contact: Jolanta Coffey

For more Environmental Technology events visit <http://www.buyusa.gov/environmental/upcomingevents.html>.

AWWA ACE 2008

Atlanta, GA

June 8-12, 2008

The U.S. Department of Commerce's U.S. Commercial Service, with its new partnership agreement with the American Water Works Association (AWWA), will provide an array of high quality international services to several hundred water and wastewater industry clients at the AWWA's Annual Conference & Exposition.

The U.S. Department of Commerce will pre-schedule one-on-one meetings between international buyers and US firms at AWWA ACE 08, available at no additional cost to you, the exhibitor. International buyers from markets all over the world will be matched with U.S. firms that offer the products and technology they seek. The international buyer delegations will include representatives from overseas environmental companies as well as government officials interested in meeting with U.S. suppliers. Be sure to register early and indicate your interest in meeting with these international buyers.

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IT

Contact: Louisa Chiang

****TRADE LEAD****

The Taiwanese government spent approximately \$216 million for wireless environment establishment, implementation and application promotion from 2005 to 2007. Its Ministry of Economic Affairs (MOEA) is looking to vet and introduce 10 to 20 foreign WIMAX vendors to Taiwanese firms. Then the Taiwanese firm can apply for government grants. A preliminary matchmaking will be made, followed by a visit to the U.S. sometime in the second quarter. For additional information about please contact Louisa Chiang by email Louisa.Chiang@mail.doc.gov.

Medical

Contact: Jeanne Townsend

Check out the Healthcare website on the www.buyusa.gov/ website: www.buyusa.gov/healthcare

Check out the new Clinical Research published:

Japan, 2008 AACC Market Brief 03/01/2008

Malaysia, Clinical Diagnostics 04/01/2008

Philippines, Clinical Laboratory Products 03/01/2008

Detailed Event Information for Medical Equipment Trade Mission to Philippines, Malaysia, and Thailand

*Makati, Philippines
August 3-11, 2008*

Medical Equipment Trade Mission to Philippines, Malaysia, and Thailand -- Biotechnology, Drugs/Pharmaceuticals, Health Care Services, Medical Eq.

[Pre-Register for this event](#)

Websites:

http://www.buyusa.gov/asianow/asianow_healthcare_team.html

<http://www.buyusa.gov/philippines/en>

Event Summary:

The U.S. Commercial Service Medical Equipment Trade Mission to the Philippines, Thailand, and Malaysia, August 4 to 12, 2008, will put U.S. firms in face-to-face contact with pre-screened potential business clients in three lucrative medical equipment markets that are growing at an average rate of 13%. The United States remains a major source of medical equipment for these countries, claiming an average 28% market share. U.S. healthcare technologies suppliers should not miss this exceptional opportunity. The power-packed mission will include country briefings; one-on-one business meetings with prospective agents, distributors, partners, and end-users; site visits; and networking functions with private companies

and local government officials.

Contact:

Jeanne Townsend

Senior International Trade Specialist

(410) 962-4518

Jeanne.Townsend@mail.doc.gov

Corporate Executive Office (CEO) at MEDICA 2008

Dusseldorf, Germany

November 19-22, 2008

At **MEDICA 2008**, November 19-22, 2008 in Dusseldorf, Germany, the U.S. Commercial Service of the U.S. Department of Commerce will offer a unique way for U.S. firms to optimize their participation in the world's largest and most prestigious medical technology and equipment show.

The **Corporate Executive Office (CEO) at MEDICA 2008** provides the ideal opportunity to:

- Showcase your product to over 137,500 "trade only" visitors from 85 countries.
- Expand your business to Europe and the world.
- Meet the finest partners, agents, distributors and customers from the 4,960 exhibitors.
- Strike business deals without the expense of an exhibition booth.
-

As a CEO participant you will receive:

• **Full access to the CEO Business Center:** a shared office center directly on the show floor with a comfortable work area. You will have a table with four chairs, unlimited Internet access, telephone, fax, and a photocopy machine available. Reception and hospitality service will also be provided.

• **A dedicated multilingual personal assistant:** will work exclusively with you during the show to arrange a daily schedule of meetings with high-potential business partners, agents, and/or buyers.

• **Advanced promotion to top local contacts in more than 32 countries in Europe and beyond.** Commercial specialists in the U.S. Embassies and Consulates will distribute a brochure (in English and German) where your company and products will be prominently featured. This brochure will also be distributed at MEDICA and other medical trade shows. Interest in your company will be captured (and sent to you) and matchmaking appointments will be arranged for you with visitors to MEDICA at the CEO.

• Complimentary promotion and listing on the **official MEDICA portal** at <http://www.medica.de> and on the websites of our U.S. Commercial Service office throughout Europe. Through these powerful tools, you will keep your

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company and its products in front of MEDICA customers and international businesses all year long!

- **Individualized counseling and market strategy discussions** with US Embassy commercial specialists as part of the Showcase Europe Medical Showtime program.

- A MEDICA admission pass and show catalog (a \$100 value).

- Local accommodation listings and other useful travel information.

The participation fee for this program is **\$4,900 for four days**. **Fees do not include travel, lodging or incidentals.**

Contact:

Jeanne Townsend

Senior International Trade Specialist

(410) 962-4518

Jeanne.Townsend@mail.doc.gov

Sino-Dental 2008

Beijing, China

June 5 -8, 2008

The U.S. Department of Commerce and the U.S. Commercial Service at the American Embassy in China are pleased to announce certification of the Sino-Dental 2008 Exhibition and Conference which will be held in Beijing, June 5-8. The annual event will feature a U.S. Pavilion staffed by an officer and Commercial Specialists dedicated to helping your firm enter, or expand in, this market. Dr. Robert Edwab of the Greater New York Dental Meeting also plans to be at the event to assist you.

A number of American companies have taken the opportunity to exhibit there in the past and demand for space this year is very high. The show is nearly sold out and some space remains in the US Pavilion. Join over 450 domestic and foreign suppliers presenting dental equipment as well as dental laboratory equipment and materials, to a national trade audience. Please visit

www.buyusa.gov/china/en/sd2008overview.html to learn more about the China market and booth and U.S. Pavilion service mission package options.

AACC Clinical Lab Expo

Washington, D.C.

July 29 – 31, 2008

476 companies have already reserved 1,511 booths. Due to the smaller size of the Washington DC convention Center, there are only 289 booths remaining on the floor to be sold. If you plan to exhibit, below is the link to the IVD/General Lab and OEM Prospectus: <http://www.scherago.com/cle/>. For companies interested in the turnkey booths in the International

Pavilion, please go to the following sites: International Pavilion Diagrams/Packages:

<http://www.scherago.com/cle/intl/IPPackage.pdf> and

International Pavilion Brochure/Exhibit contracts:

<http://www.scherago.com/cle/intl/IPBrochure.pdf>. If you cannot access these sites please e-mail tonym@schherago.com to request a PDF.

The benefit to your company is contact with buyers in advance of the show and to attract more international buyers and distributors to your Clinical Lab Expo booth. How? Why? Questions? Please contact Herb Burklund at

herbb@schherago.com

- Healthcare Commercial Specialists in over 80 U.S. embassies/consulates around the world will have the link to the AACC Expo Export Interest Directory (EID).
- Your company product information will be distributed to each embassy's database of key healthcare contacts such as local distributors and prospective buyers, instructing them to review the web based EID.
- Buyers and distributors in each country can review and select from the EID by company or product.
- Although most inquiries will come directly to your company, buyer inquiries processed through the Commercial Service will be forwarded to you by email. All inquiries will be held in strictest confidence
- A hard copy of the Export Interest Directory will be distributed to buyers at the International Visitors Center in the registration area in the Washington DC Convention Center.

Safety/Security

MILIPOL Qatar 2008:

Qatar International Exhibition Centre

Doha, Qatar

November 17-19, 2008

Building on the success of previous years the 7th edition of **Milipol Qatar** will address viable solutions for the Region's governments who are faced with the challenges in the area of internal state security, local community, industrial site security and civil defense. Centrally located in the Middle East, Qatar is home to the U.S. Central Command for the region.

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Milipol Qatar, the gateway to the Middle East security market, is a highly effective way of accessing this important market and offers the ideal opportunity to promote your products and services to a high level targeted audience of key decision makers from the region.

In 2006 **Milipol Qatar** featured 245 exhibitors from 36 countries. 3,900 decision makers from 69 countries as well as 170 official delegations from 24 countries. **Milipol Qatar 2008** offers an unprecedented opportunity to enter into or build existing relationships in one of the fastest growing industry sectors today-security and defense.

Kallman Worldwide, Inc., organizers of international trade fairs since 1963, is pleased to have once again been appointed the U.S. agent for **Milipol Qatar**.

For additional information please contact Ellen Demarest, Kallman Worldwide at (201)-251-2600.

Travel and Tourism

Contact: Jolanta Coffey

ITB Asia 2008

*Suntec, Singapore
October 22- 24, 2008*

ITB Asia, the three day B2B trade show and convention, will have its debut October 22 to 24, 2008 in Singapore and will focus on Asia buyers. Outbound buyers of medium sized enterprises, as well as suppliers of the Asia-Pacific are joined by exhibitors of the worldwide tourism value chain. For additional information or to apply please visit:
<http://www.discoveramericapavilion.com/itbasia2008.html>.

The Discover America Pavilion at ITB Asia promotes the United States as the world's premier travel destination in a customer- and user-friendly environment, offering cost-efficient full-service participation alternatives:

WTM promotes the United States as the world's premier travel destination in a customer- and user-friendly environment, offering cost-efficient full-service participation alternatives:

Basic Booth

Complete, furnished individual turn-key booth \$8409.22

BasicBooth

Complete, furnished
individual turn-key booth

US\$ 3510

WorkStation

Complete, furnished
shared turn-key booth

US\$ 2100

MeetingPoint

Meeting space in Pavilion Lounge

US\$ 1200

Sponsorships & Advertising

Advertising and Promotional Opportunities

from US\$ 1500

All Discover America Pavilion participation alternatives include listing in the Official Show Catalogue, Exhibitor Pass(es), and access to all Pavilion services.

WORLD TRAVEL MARKET 2008

Excel, London

November 10- 13, 2008

Last year, some 4.2 million travelers from the United Kingdom visited the United States, spending more than \$13.3 billion, or \$3,200 per person, and a 23% increase in U.K. arrivals is projected by 2011. 2/3 of the U.K. visitors came to the U.S. on vacation and 1/3 used a travel agency as information source to plan the trip. WTM - World Travel Market is the U.K.'s premier international event for the travel industry, with some 22,500 travel & tourism professionals attending, more than half of whom are qualified international travel industry buyers as members of the Meridian Club. In addition, WTM is covered annually by over 3,000 members of the international press.

WorkStation

Complete, furnished shared turn-key booth \$4940.67

Sponsorships & Advertising

Advertising and Promotional Opportunities from \$605

All Discover America Pavilion participation alternatives include listing in the Official Show Catalogue, Exhibitor Pass(es), and access to all Pavilion services.

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Call us today! 410-962-4539**<http://www.buyusa.gov/baltimore>**